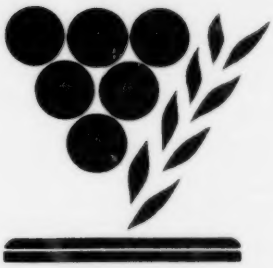

MANITOBA LIQUOR CONTROL COMMISSION

64th ANNUAL REPORT

FOR THE FISCAL YEAR APRIL 1, 1986 TO MARCH 31, 1987

88-01106/

LIQUOR CONTROL COMMISSION
OPERATIONAL PHILOSOPHY

The Manitoba Liquor Control Commission is responsible for the purchase, sale and control of beverage alcohol of high quality, throughout the province. It is committed to a socially responsible and businesslike approach in its external and internal dealings. As a government agency, the Commission is sensitive to the needs of all Manitobans. Essentially the Commission functions as an effective retailer of regulated products, always combining business effectiveness with a strong awareness of social responsibility.

As a consumer oriented organization, the Commission recognizes the need for cordial relations with consumers. This is achieved through the medium of well informed, helpful and courteous employees. Commission personnel are provided with appropriate training programs to improve their product knowledge aided by internal recognition and service awards. This ongoing process ensures a positive staff-customer relationship. It also provides for continuing development of the Commission's commitment to the communities it serves.

The Commission strives to support the efforts of the hospitality industry with a realistic enforcement of rules and regulations. It also takes an enlightened approach to innovative ideas.

Keeping the public well informed on all matters of interest including those matters required by law is an integral part of the Commission's approach to serving the citizens of Manitoba.

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LIQUOR CONTROL COMMISSION

(As at March 31, 1987)

THE HONOURABLE ROLAND PENNER, Q.C.

Attorney-General

Minister Responsible for Administration of
The Liquor Control Act

BOARD OF COMMISSIONERS

Chairman ..... A. Chisvin, C.A.
Vice-Chairman ..... A. F. Matthews, Q.C.
Commissioner ..... W. Bohonos
Commissioner ..... J. Parkin
Commissioner ..... D. Torbiak

LICENSING BOARD

Chairman ..... R. Eamer
Member ..... E. Blais
Member ..... K. Grant
Member ..... R. Pear
Member ..... I. Wiebe

Corporate Secretary ..... I. A. Hamilton

EXECUTIVE OFFICERS

General Manager & Chief Executive Officer ..... Wm. E. Emerson
Assistant General Manager, Purchasing & Distribution ..... D. V. Lussier
Assistant General Manager, Finance & Administration ..... A. B. Ahoff
Director of Personnel ..... R. Zubach
Director, Licensing ..... I. A. Hamilton
Director, Retail Operations ..... F. J. Johnston
Chief Inspector ..... R. J. Brooker

Head Office and Warehouse

1555 Buffalo Place, Fort Garry

Postal Address — P.O. Box 1023, Winnipeg, Manitoba R3C 2X1

THE LIQUOR CONTROL COMMISSION ANNUAL REPORT

LETTER OF TRANSMITTAL

The Honourable Roland Penner, Q.C.,
Attorney-General, Province of Manitoba,
Legislative Building,
Winnipeg, Manitoba R3C 0V8

Dear Sir:

I have the honour to transmit herewith the Sixty-Fourth Annual Report of The Liquor Control Commission, covering the fiscal year ended March 31, 1987.

Respectfully submitted,

A. Chisvin, C.A.
Chairman

July 31, 1987

THE LIQUOR CONTROL COMMISSION ANNUAL REPORT

Mr. Allan Chisvin, C.A.,
Chairman,
The Liquor Control Commission,
1555 Buffalo Place,
Winnipeg, Manitoba

Dear Sir:

I take pleasure in providing the sixty-fourth annual report of the Liquor Control Commission covering the fiscal year ended March 31, 1987.

During the year, sales through Commission retail stores and to liquor vendors and licensees amounted to $349,877,867, an increase of 3.7% over the previous year. Sales to licensees increased 6.3% and sales to the public through liquor stores and liquor vendors, increased 1.4%. After inclusion of other income and deduction of operating and other expenses, net profit paid to the Minister of Finance rose 1.7%, from $139,424,068 in fiscal 1986 to $141,862,186 in fiscal 1987.

The long term trend of declining spirits sales volume reasserted itself this year with a drop of 9.5% compared with the previous year. Liqueurs, included in total spirits sales, showed an increase of 2.3%. Wine sales volume including coolers and ciders was down 1.5%; and beer volume declined marginally at .3%.

Significantly, over the past five years, the per capita consumption of absolute alcohol in Manitoba has decreased by 12.7% from 8 litres per capita to 7 litres. This decline reflects consumer trends towards the consumption of "light" beers, coolers and ciders.

To ensure national compliance of beverage alcohol with federal standards, a National Quality Assurance Committee was formed. As the first Chairman of this committee, I was joined by members representative of each province and territory, and the federal Department of Health and Welfare. Included as consultative members are representatives of liquor supplier organizations.

Manitobans experienced three increases in liquor prices during the year. These resulted from increases in federal excise and sales tax, suppliers increases and adjustments to foreign exchange and freight rates.

The Dominion Shopping Centre liquor store in Winnipeg, and the 10th and Victoria Brandon store were extensively renovated. The last mentioned store now features Manitoba's second Fine Wines Boutique. Also during the year 1 new self-serve liquor vendor opened and 4 existing liquor vendors converted bringing the total number of self-serve liquor vendors to 82.

"Licensee Seminars" were instituted for all new applicants for liquor licences and for existing licensees interested in a refresher course.

Several significant amendments to the Liquor Control Act, Regulations and Commission policy were approved during the year. The changes are summarized in the Licensing section of this report.

In October 1986, an audio-visual slide presentation "One Too Many: Recognizing the Signs of Intoxication" was added to the Commission's licensee education program. This presentation is being shown to licensees and their employees across Manitoba by our inspectors.

In February 1987, the first suppliers' seminar, Teamwork '87, was presented by the Commission providing the industry with a better understanding of the Commission's purchasing and listing policies and operations.

The first Winnipeg International Wine Festival was an overwhelming success with 1,300 wine buffs sampling 69 wines featured by 20 participating suppliers.

During the year, 10 Commission employees retired and 13 received long service awards. The valuable contribution made by all Commission employees throughout the year is gratefully acknowledged.

The Commission also wishes to acknowledge the valuable assistance of the R.C.M.P., the City of Winnipeg Police and all rural Police forces and departments of Government in ensuring compliance with the Liquor Control Act, Regulations and Commission policies.

Operational highlights, the Auditor's Report, and the Commission's audited financial statements for the year with appropriate comparisons are provided in the balance of this report.

Respectfully submitted,

Wm. E. Emerson,
General Manager &
Chief Executive Officer
July 31, 1987

PERSONNEL

The number of members of the Board of Commissioners, the Licensing Board and permanent employees of the Commission at March 31, 1987, compared with 1986 was as follows:

	1986	1987
Members of the Board of Commissioners	5	5
Members of the Licensing Board	5	5
Executive Officers	7	7
Head Office	84	83
Chief Inspector's Division	23	23
Warehouse & Order Office	48	48
Maintenance & Carpentry	14	14
Liquor Stores	222	223
	408	408

Retirement & Long Service

During the fiscal year 10 employees retired. Presentations were made in recognition of many years of valued service at an enjoyable annual Retirement Dinner. Awards were made to long service employees; one employee received a 40 year service award pin, three received 35 year pins and nine employees received 30 year pins.

Training & Development

An assessment of the Commission's schedule of training programs was carried out by the Training department early in the year. This resulted in the expansion of certain programs plus the addition of new training programs designed to importantly enhance staff development at the Commission.

Pay Equity and Affirmative Action

A Committee was formed in accordance with the Pay Equity Act. It will complete its findings and reach conclusions by September 1988.

Affirmative Action meetings were ongoing throughout the year and a Plan of Action submitted to the Human Rights Commission.

RETAIL OPERATIONS

Sales Results

In fiscal 1987, total sales of liquor to the public and licensees rose 3.7% from $337,370,759 to $349,877,867. Within this total, sales to licensees increased 6.3% from $160,340,874 to $170,429,294. Sales through Commission liquor stores and privately owned and operated liquor vendors, increased 1.4% year over year, from $177,029,885 to $179,448,573.

Liquor Stores

At year end, there were 49 Commission liquor stores (Appendix I), 44 self-serve and

5 over-the-counter stores. Dollar sales through these stores totalled $150,167,349, a 2.0% increase over the previous year.

Liquor Vendors

At March 31, 1987 there were 177 liquor vendors authorized to sell liquor at retail in rural Manitoba (Appendix II). Sales by this group (which accounted for 9.1% of Commission liquor sales), declined 1.5% compared with the previous year.

During the year, 1 new liquor vendor opened, 3 re-established, 17 changed ownership and 1 closed.

The new liquor vendor opened at Bruxelles as a self-serve operation. An additional 4 liquor vendors converted to self-serve, bringing the total number of self-serve liquor vendors to 82.

Store Development

The Commission is committed to provide its customers with attractive, comfortable and efficient liquor stores. Accordingly, extensive renovations were completed in April 1986 to the Dominion Shopping Centre Liquor Mart in Winnipeg and in March 1987 to the Victoria Avenue and 10th Street Liquor Mart in Brandon.

Brandon's newly renovated store features Manitoba's second Fine Wines Boutique, offering 150 fine wines to the discerning wine drinker, and to those customers just beginning to enjoy the pleasures of wine.

Merchandising

Merchandising activity in liquor marts and liquor vendors grew in fiscal 1987.

An important element of the year's merchandising was a generic spirits program featuring a different spirit category each month in every store. Accented with attractive posters, the displays drew considerable customer attention.

Wines of California were featured during May in stores brightly decorated with American flags, colorful posters and selected products at attractive special prices.

For the fifth consecutive year, a Canadian Wine Festival was held in October featuring 27 products from 11 Canadian wineries.

Many special days were highlighted during the year, including Mother's Day, Father's Day, Canada Day, Valentine's Day and St. Patrick's Day. Appropriate gift items were featured within colorful displays.

The Christmas season included an inviting collection of Christmas gift items in every store. Bright Christmas decorations provided a festive atmosphere.

PURCHASING & DISTRIBUTION

Sales

With the exception of 1986, spirits sales have been declining in Manitoba since fiscal 1982. This trend returned in fiscal 1987, with spirits volume declining 9.5% compared to fiscal 1986. Wine sales volume (including coolers and ciders) was down 1.5% compared to a 6.2% increase the previous year. Beer volume declined marginally by .3% significantly bettering the 7.5% decline in fiscal 1986.

The spirits category with the severest decline was Canadian whisky, down 13.3% from fiscal 1986. Liqueurs, on the other hand, showed an increase of 2.3%, due largely to the increasing popularity of flavoured schnapps. Larger sizes of spirits continued to perform well, with the 1.75 litre gaining market share, while the standard 750 ml bottle size lost ground.

White wine sales declined by 6.3%. White wines sales from Australia, France, Eastern Europe and the United States increased 19.2% while white wines from all other countries declined 11%. Red wine sales declined by 7.9%; champagne and sparkling wines declined 7.7% while fortified wines were stable. All Commission stocks of South African products were sold off during the fiscal year.

The beverage alcohol market continued to move towards the consumption of "light" beers, low alcohol wines, coolers and ciders. Last year, light beers accounted for a 19.6% share of market. In fiscal 1987 they grew to a 24.8% share of the beer market. Wine and spirits based coolers and ciders together increased 50% on a relatively modest base.

For Commission customers, price lists and product facts catalogues were issued in May and November. An Affordable Wine Book was issued in November.

Prices to Consumers

On April 1, 1986, as a direct result of an increase in the federal excise and sales taxes, retail prices on virtually all alcoholic beverages were increased. All domestic spirits increased between 55¢ and $1.25 per bottle, while imported spirits rose between 45¢ and $1.00. Domestic wine prices rose marginally. Imported wines increased 50¢ to 70¢ per bottle reflecting supplier price changes and minor adjustments in freight and currency rates.

A second price increase in beverage alcohol occurred on October 1, 1986, as a result of further supplier price changes and adjustments to foreign exchange and freight rates. While most spirits increased slightly, only half of the domestic wines and a few imported wines changed price, with the balance of the products remaining unchanged.

The third increase occurred on January 2, 1987. Although domestic spirits and most domestic wines were stable, most imported wines and spirits increased in price; a few decreased. Again, the reasons for these increases were supplier price increases and adjustments in foreign exchange and freight rates.

In aggregate, in fiscal 1987, popular priced domestic spirits increased $1.50 to $1.55 per 750 ml bottle. Comparable imports rose 95¢ to $1.15. Popular priced domestic wines increased 35¢ to 45¢ while comparable imports rose 70¢ to $1.80.

Domestic beer also increased in retail price during fiscal 1987. On April 1, 1986, beer was increased 15¢ per dozen due to the increase in federal excise and sales taxes. On July 14, 1986 and again on March 2, 1987, beer was increased by 30¢ and 40¢ per dozen respectively due to increases by the brewers.

Products

Responding to the consumers growing interest in fine wines and coolers, product offerings were expanded dramatically during the year increasing the total number of listings to 1,741.

MLCC PRODUCT LISTINGS
as at March 31, 1987

	1986	1987
Spirits	591	597
Wines	569	566
Coolers & Ciders	15	26
Beers	103	93
Specialty Wines	159	459
Total	1,437	1,741

In addition, the Commission offered customers 27 seasonally packaged products prior to Christmas and 39 special purchases for the two wine festivals.

To accommodate the expanded product selection, renovations were undertaken during the year to the Grant Park Fine Wines Boutique in Winnipeg. A new Fine

Wines Boutique was included in the extensive renovations of the 10th Street and Victoria Avenue store in Brandon.

The External Wine Panel held 12 product selection tastings during the year. Panel members also provided product recommendations based on their involvement with the hospitality industry, wine societies and their personal expertise.

To ensure the availability of the highly acclaimed 1985 vintage, the Commission purchased wine futures during fiscal 1987. These wines were purchased in advance of their bottling to ensure availability and stable pricing for the benefit of Manitoba wine enthusiasts.

During the fiscal year, the Commission's 13 member Internal Taste Panel attended two sensory training programs conducted by Professor R. Jackson at the University of Brandon. The purpose of these courses was to sharpen the participants' sensory identification capabilities, qualities useful in both product selection and quality assurance.

Seventy-nine employees completed the Commission's Basic Wine and Spirits course. As well, a Fine Wines Boutique mailing list was initiated, with interested customers being regularly informed of the availability of new products.

The first annual Winnipeg International Wine Festival held in April, was a great success. It included a public tasting of 69 wines and was attended by 20 exhibitors and 1,300 oenophiles.

Also in April, the Commission sponsored a tasting of products from a consortium of Italian producers.

In February 1987, an important seminar was presented by the Commission for its suppliers. Teamwork '87 was designed to provide the industry with a better understanding of Commission policies and operating procedures, both those presently in effect along with anticipated changes.

Distribution

Total warehouse throughput for spirits, wine, imported beer, coolers and ciders decreased 3% to 3,415,542 cases during the year. Although overall throughput declined, there was a 20% increase in less than case lot orders.

During the year, consultants were retained to analyze the Commission's distribution system. The study, directed towards customer needs, resulted in recommendations covering warehousing and equipment. It also dealt with logistical considerations such as delivery patterns and procedures. The majority of these changes are planned to be implemented in fiscal 1988.

Quality Control

A principal Commission objective is to ensure that beverage alcohol products sold in Manitoba meet the standards defined in Canada's Food and Drug Act. The testing facilities of the Manitoba Research Council continued to be utilized by the Commission in fiscal 1987.

During the year, the Canadian Association of Provincial Liquor Commissioners (CAPLC) formed a Quality Assurance Committee.

Mr. Wm. E. Emerson, General Manager and Chief Executive Officer of the Commission, was elected the committee's first chairman. The first meeting of this national committee was held in Winnipeg and was attended by representatives from provincial and territorial liquor authorities and members of the Federal Health Protection Branch.

Significant agreements reached during this productive meeting are scheduled for ratification by the CAPLC in mid 1987.

The Commission's Licensing Advisors, a concept introduced in 1986, worked closely with the hospitality industry. Applicants for licences were provided with information and guidance covering Commission policies, procedures and systems.

To provide further assistance to licensees, the Licensing division developed and presented seminars for both existing and prospective licensees and key managers. Seminars are held every four weeks, prior to Licensing Board meetings. The first seminar was presented in September 1986.

The division is actively involved in providing high school graduation committees with valuable information on why and how to host a "Safe Grad" function. The Manager, Permits & Administration is a member of the Manitoba Safe Grad Committee.

Amendments to The Liquor Control Act

In July of 1986, Bill 27, An Act to Amend **The Liquor Control Act** was passed effecting the following changes:

- The Licensing Board was given the responsibility for disciplinary hearings. The Board of Commissioners will hear any appeals resulting from disciplinary hearings held by the Licensing Board.

- Sampling of products by distillers, brewers or wine manufacturers to licensees is now allowed. The general purpose is to assist in promoting the listing of products on a licensee's menu.

- The Commission may establish a temporary retail liquor store at a trade show.

Amendments to Commission Policy

The Commission's Directives on Advertising and Promotion by liquor suppliers were amended as follows:

- While well-known personalities may be used in advertising of alcoholic beverages, such a person must not reasonably be expected to appeal to minors.

- Advertisers may sponsor brand specific merchandising in licensed premises.

- Advertisers may sponsor brand or corporate identified consumer contests.

Liquor Referenda

Three municipalities presented a by-law to their electors for approval of the issuance of new classes of licence within their municipality. The results were:

- The Rural Municipality of Wallace approved a by-law allowing all classes of licence to be issued.

- The Rural Municipality of Shell River approved a by-law allowing Restaurant Beer and Wine, Beverage Room, Dining Room Liquor, Cocktail Room and Cabaret Licences to be issued.

- The Town of Steinbach defeated a by-law to allow Dining Room Liquor and Cocktail Room Licences to be issued.

Licensing Board

During fiscal 1987, the Licensing Board held 13 regular public meetings and one annual public meeting.

Licence applications considered by the Board during the year included:

- 74 applications related to conversion to other types of licences and to the extension of licensed areas;
- 126 applications related to premises not previously licensed;
- 117 applications related to the purchase of existing hotels or restaurants;
- 44 applications dealt with changes in ownership of shares of a corporation operating licensed premises.

Also considered were:

- 20 applications related to obtaining an additional licence;
- 3 applications related to the formation of a new company or partnership;
- 67 applications related to various miscellaneous licensing matters.

Licences

Licence changes during the year are listed below:

Type of Licence	Number in Effect March 31, 1986	Issued New	Not renewed or Terminated	Number in Effect March 31, 1987
Hotel Registration	337	3*	5	335
Beer Vendor	307	4	6	305
Beer Parlour	3	Nil	Nil	3
Restaurant Beer & Wine	265	32	27	270
Restaurant Wine	14	1	6	9
Beverage Room	300	4	5	299
Dining Room Liquor	579	78	36	621
Cocktail Room	261	39	16	284
Cabaret	16	4	Nil	20
Special Events	14	Nil	Nil	14
Club Beer	4	Nil	Nil	4
Club Beverage Room	51	7	Nil	58
Club Dining Room	4	1	1	4
Club Cocktail Room	121	Nil	2	119
Military Canteen	64	2	13	53
Brewers Retail	2	Nil	Nil	2
Sacramental Wine Vendor	6	Nil	Nil	6
Brewer	12	Nil	3	9
Distiller	26	Nil	2	24
Winery	23	Nil	1	22
Hunting or Fishing Lodge	10	3	3	10
Totals	2,419	178	126	2,471

* One new hotel was constructed, one relocated to another town and one hotel was re-opened.

Number of Establishments Licensed for On-Premise Consumption as at March 31, 1987:
(these figures result from the net of new openings and closings)

	1986	1987
*Hotels	336	334
*Private Sports & Fraternal Clubs	177	181
Military Messes	64	53
*Restaurants	497	539
Cabarets	9	11
*Railway (Dining & Lounge Cars)	1	1
*Airlines (Aircraft & Airport Hospitality Rooms)	6	6
Excursion Boats	5	5
Nursing Homes	16	18
*Special Events	14	14
Hunting or Fishing Lodges	10	10
	1,135	1,172

* May hold more than one class of licence.

Occasional Permits

Occasional permits were issued as follows this fiscal year compared with last:

	1986	1987
Occasional permits (non-sale of liquor)	7,599	7,646
Occasional permits (sale of liquor)	19,201	19,117
	26,800	26,763
Occasional permits — Winnipeg	14,111 (53%)	14,223 (53%)
Occasional permits — balance of Province	12,689 (47%)	12,540 (47%)
	26,800	26,763
Applications for occasional permits withdrawn	681	703
Applications for occasional permits disapproved	121	150

Disciplinary Action

Prior to the amendment to **The Liquor Control Act** in July 1986, the Board of Commissioners was responsible for conducting disciplinary hearings under the Act. From April to July, six hearings were conducted by this Board. The Board of Commissioners remains responsible for hearing appeals.

After July 1986, the Licensing Board was given the responsibility for conducting disciplinary hearings. From August 1986 to March 1987, 21 hearings were conducted.

Overall, disciplinary action in this fiscal year, compared with 1986 is:

Licensees	**1986**	1987
Warning Letters	44	32
Disciplinary Hearings	21	27
Appeal Hearings	3	10
Suspensions	5	24
Total Days Suspended	9	142
Cancellations of Licence	1	—
Other Action —		
One Hour Reduction of Licence for Ninety Days	—	1
Permittees		
Suspension of Privileges	25	36
Warnings	25	43
Hall Owners		
Suspension of Privileges	8	14
Warnings	27	26

Licensed Food & Beverage Establishments

In fiscal 1987, investment in new hotels and restaurants was $13.4 million compared with approximately $37.7 million in the year preceding.

Hotels

Over the past five years, 15 new hotels (5 replacing existing hotels), have been constructed in the province at a total investment of $42.6 million.

Approximately $25.3 million has also been spent on refurbishing existing licensed hotels. There were 335 hotels in the province at the end of the fiscal year. The growth in additional services and accommodation over the past five years is as follows:

Fiscal Year	No. of New Hotels	Guest Rooms	No. of Banquet Rooms	No. of Licensed Dining Areas	No. of Cocktail Rooms	No. of Beverage Rooms	Total Investment Construction & Furnishings ($000)
1983	2	73	2 (601)	5 (307)	1 (75)	Nil	5,300
1984	2	45	Nil	2 (167)	1 (60)	2 (396)	3,400
1985	5	55	Nil	5 (345)	1 (47)	4 (598)	2,900
1986	4	322	9 (661)	4 (418)	3 (208)	1 (69)	30,100
1987	2	63	1 (112)	2 (214)	2 (89)	Nil	900

Figures in parentheses ( ) show total seating capacities.

Restaurants

During the past five years, $40.5 million was invested in 327 new restaurants, cocktail rooms and 10 new cabarets. In addition, $23.7 million was invested in refurbishing licensed restaurants.

There were 539 restaurants and 20 cabarets (11 not associated with hotels) in the province at the end of the fiscal year.

Additional establishments and services have been provided each year as follows:

Fiscal Year	Total No. of New Establishments	* No. of New Restaurants	No. of New Dining Rooms	No. of New Cocktail Rooms (incl. with Dining Rooms)	No. of New Cabarets	Investment Construction & Furnishings ($000)
1983	53	21 (1444)	31 (3331)	12	1 (231)	4,800
1984	69	26 (1270)	42 (5339)	20	1 (254)	9,900
1985	76	21 (1077)	52 (4192)	18	3 (905)	5,700
1986	72	24 (1539)	45 (3556)	19	3 (678)	7,600
1987	67	22 (1396)	43 (4153)	14	2 (480)	12,500

Figures in parentheses ( ) show total seating capacities.

* Do not serve spirits

Note: Cocktail Room Licences are issued only for premises that hold a Dining Room Liquor Licence.

Sale of Food and Liquor in Licensed Dining Rooms, Cocktail Rooms, Restaurants & Cabarets

The aggregate provincial sales for fiscal 1987 from food and liquor sold by the 920 licensed establishments required to provide dining facilities and maintain an appropriate food to liquor ratio, was $309,391,000. Of this total, $231,283,000 (74.8%) was attributed to the sale of food and $78,108,000 (25.2%) to the sale of liquor.

Details of the food to liquor ratio for the past five years are as follows:

Fiscal Year	Number of Establishments	Food ($000)	%	Liquor ($000)	%	Total ($000)
1983	735	154,079	73.9	54,414	26.1	208,493
1984	780	175,101	74.3	60,667	25.7	235,768
1985	826	193,641	74.6	66,048	25.4	259,689
1986	874	209,383	74.5	71,490	25.5	280,873
1987	920	231,283	74.8	78,108	25.2	309,391

Note: Most establishments have more than one class of licence.

INSPECTION

Inspectors continued to reinforce their roles as advisors to the hospitality industry. Appropriate control and enforcement programs were maintained through regular inspections of licensed premises, banquet halls and occasional permit functions.

Training and educational seminars were conducted for the staff of hotels, restaurants and the balance of the food service industry. Inspectors continued to speak at community club meetings, colleges and schools.

An audio-visual slide presentation, "One Too Many: Recognizing the Signs of Intoxication" was introduced in October 1986. Since that time the program has been widely shown throughout Manitoba. Serving personnel in licensed premises as well as interested community groups and employees of the Commission made up the viewing audiences. During the last five months of the year, 4,020 persons attended 463 showings representing 40% of the provinces licensed establishments.

The Manitoba Hotel Association zone meetings and other public and hospitality industry meetings were important activities participated in by Inspectors.

The Auxiliary Inspector Program, designed to increase inspection of Occasional Permit functions, was expanded to include Thompson.

The division continued to participate with the Royal Canadian Mounted Police in their "Walk Through Program" in licensed premises in rural areas. There was regular liaison with Winnipeg City Police to review the results of their visits to licensed premises in Winnipeg.

Inspections/Investigations

The current and prior fiscal year's inspections and investigations are as follows:

Type of Inspection	1986	1987
Hotels	1,507	1,714
Beer Parlours	34	30
Restaurant Beer & Wine	2,461	2,533
Restaurant Wine	112	47
Beverage Rooms	4,845	5,166
Dining Rooms	4,664	5,526
Cocktail Rooms	2,807	2,965
Cabarets	336	449
Special Events (Performances, Conventions, Exhibitions, etc.)	111	73
Clubs (Beer Parlour)	2	3
Clubs (Beverage Room)	258	256
Clubs (Dining Room)	11	13
Clubs (Cocktail Room)	545	714
Beer Vendors	4,716	4,986
Sacramental Wine Vendors Stock and Premises Inspections	10	5
Hunting or Fishing Lodges	9	5
Occasional Permit Functions	2,801	3,734
Banquet Halls	1,528	309
	26,757	28,528

Type of Investigation	1986	1987
*Occasional Permits (Prior to Issue)	1,345	1,607
Final Inspections for New Licences and Extension of Existing Licences	416	473
General Investigations and Complaints	964	1,004
	2,725	3,084

*Investigations resulted in 150 applications being cancelled or withdrawn as applicants did not comply with specific Sections of The Liquor Control Act, its Regulations and Commission policies.

Prosecutions Under The Liquor Control Act

Prosecutions in Manitoba by the Attorney-General's Department under The Liquor Control Act for the fiscal years 1983-1987 are as follows:

Convictions and total fines imposed:

	1983	1984	1985	1986	1987
Number	9,915	9,598	8,590	8,352	7,303
Amount	$580,817	$575,559	$591,366	$582,629	$505,598

The number of convictions for Informations sworn by City of Winnipeg Police was 1,006 resulting in fines totalling $63,357

The number of convictions for Informations sworn by the R.C.M.P. and rural Police was 6,204 resulting in fines totalling $442,241

Number of persons convicted in Manitoba:

	1983	1984	1985	1986	1987
Sentenced to jail without option of a fine	27	110	19	15	15
Given suspended sentence	1	3	1	—	—
Placed on probation	4	13	3	1	—
Reprimanded	80	111	68	48	32
Other	—	—	21	7	46

The above data was compiled from offence notice reports received from the Royal Canadian Mounted Police, the City of Winnipeg Police and rural Police.

A.L.E.R.T. Programs

The following data was compiled by and received from the City of Winnipeg Police and Royal Canadian Mounted Police:

City of Winnipeg Police:

	1985	1986
Vehicles stopped	14,394	13,503
Drivers tested	644	894
Drivers suspended for 6 or 12 hours	219	315
*Drivers charged with impaired driving (over .08%)	104	163
Drivers refused breathalyzer	15	20

In 1986, the A.L.E.R.T. program was held between November 28, 1986 and January 5, 1987.

Royal Canadian Mounted Police:

	1985	1986
Drivers suspended 6 or 12 hours	4,798	3,858
*Drivers charged with impaired driving (over .08%)	4,000	3,808
Drivers refused breathalyzer	440	350

*Drivers charged with impaired driving were not necessarily charged as a result of the A.L.E.R.T. program testing.

INTERNAL AUDIT AND SECURITY

Internal Audit

Internal Audit continued to independently assess Commission operations. Full audits were performed of 33 stores and reviews of operations were completed for an additional 4 stores. Year-end inventory and cash verification procedures at head office were also conducted.

Security

The safeguarding of Commission assets was significantly addressed during the year. The Security Committee conducted a presentation on the reduction of store losses at the Annual Managers Conference, met with individual store managers, conducted special investigations and upgraded security at head office and selected stores.

Financial Information: Fiscal 1987

In fiscal 1987, liquor sales increased by $12,507,108 (3.7%) and gross profit by $4,209,532 (2.7%). Income from licence fees and other sources decreased by $899,280 (15.6%) as a result of the discontinuation of the per gallon portion of the brewers' licence fee effective July 11, 1985. The Commission markup on domestic beer was adjusted to fully recover the revenue from this source. General and administrative expenses increased by $868,562 (4.2%), while fixed assets charged to operations increased by $3,572 (.5%).

The resulting net profit increased by $2,438,118 (1.7%) to $141,862,186 which was paid over to the province's Revenue Division of the Consolidated Fund. In addition to the net profit, the Commission also remitted Manitoba Retail Sales Tax of $21,394,713 to the Province of Manitoba. Included in the cost of goods sold by the Manitoba Liquor Control Commission is $45,977,179 paid to the Government of Canada as Customs and Excise Taxes and Duties and Sales Tax in respect of spirits, wine, imported beer, coolers and ciders.

Excise Duty and Sales Tax on domestic beer are paid by the breweries directly to the Government of Canada based on production.

Through the Commission's ongoing Systems Development Plan, current technology is fully integrated with anticipated future requirements of human, financial and technical resources.

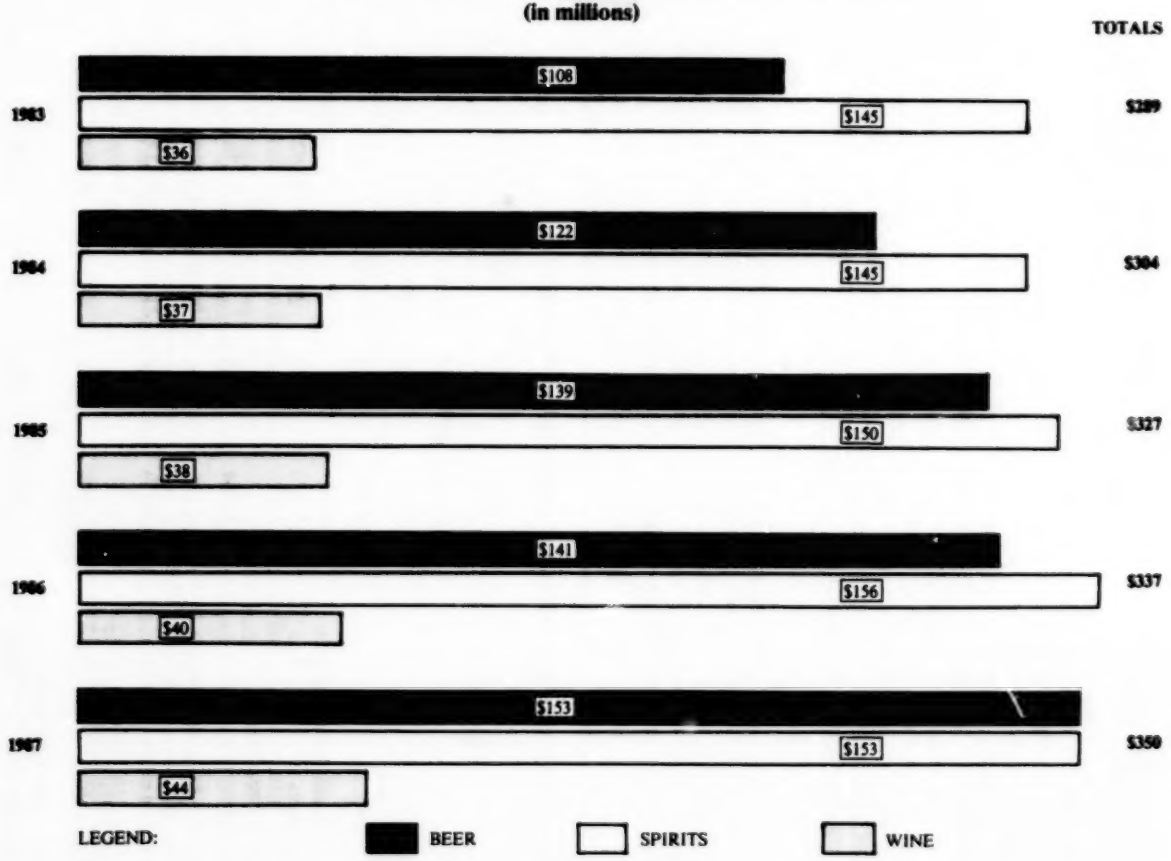
Profit and Expense Ratios in Fiscal Years Ended March 31 ($000's)

	1983	1984	1985	1986	1987
Sales	$288,819	$303,939	$326,817	$337,371	$349,878
Gross Profit	131,725	141,511	149,692	155,353	159,562
Net Profit	118,646	128,103	135,972	139,424	141,862
General and Administrative Expenses	17,873	19,510	20,206	20,921	21,790
Fixed Assets Charged to Operations	1,264	889	952	761	765
Gross Profit as % of Sales	45.61%	46.56%	45.80%	46.05%	45.61%
Net Profit as % of Sales	41.08%	42.15%	41.60%	41.33%	40.55%
General and Administrative Expenses as % of Sales	6.19%	6.42%	6.18%	6.20%	6.23%
Fixed Assets Charged to Operations as % of Sales	.44%	.29%	.29%	.23%	.22%

Note: Domestic beer container deposits are reflected through balance sheet accounts and are not included in sales.

SALES VALUE OF LIQUOR SOLD IN MANITOBA

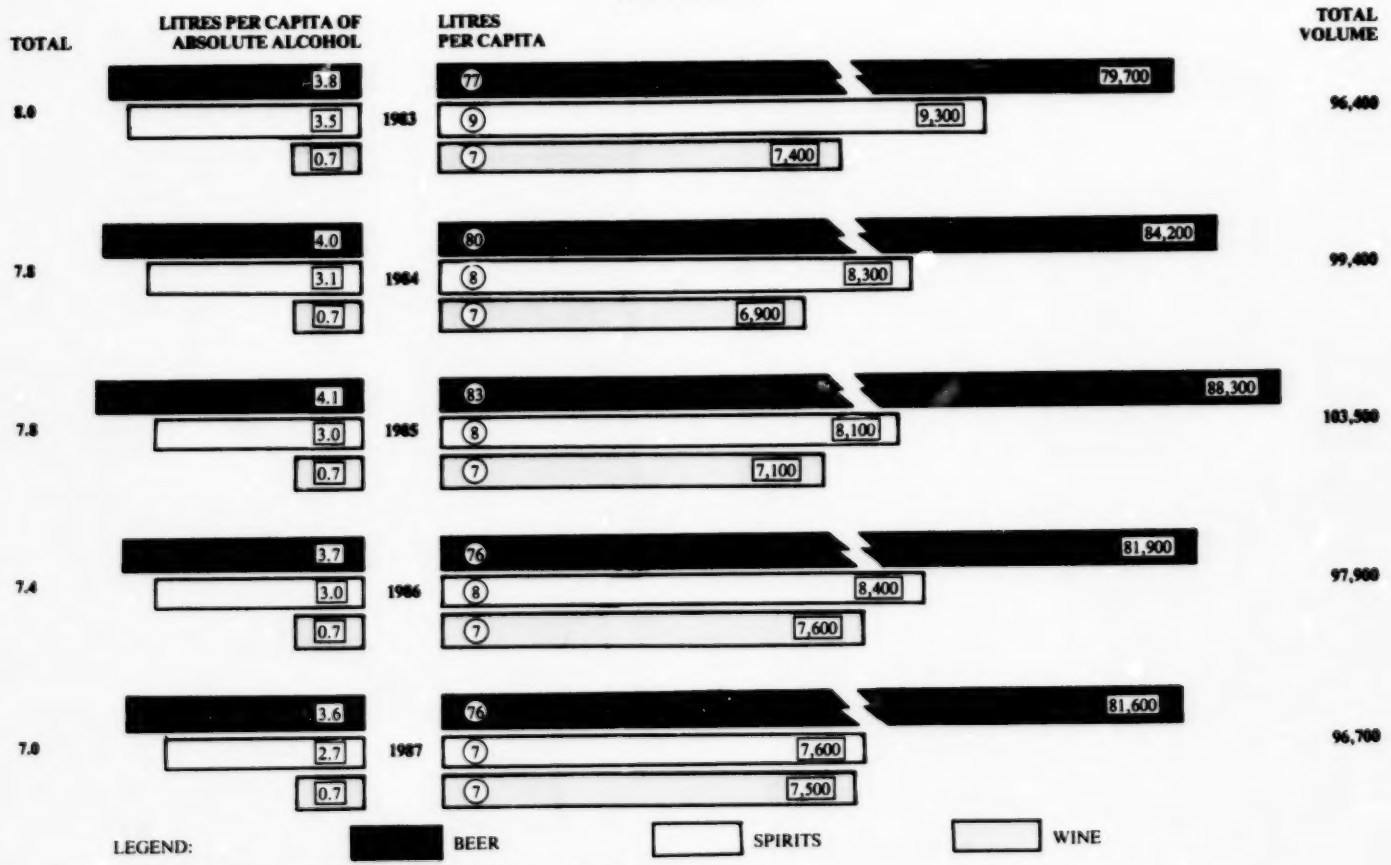
(in millions)



Notes:
- Manitoba Retail Sales Tax collected by the Commission is not included above. During fiscal 1987, the Commission remitted $21 (1986 - $21) to the Province of Manitoba.
- Cooler and Cider sales are included in Wine sales.

VOLUME OF LIQUOR SOLD IN MANITOBA

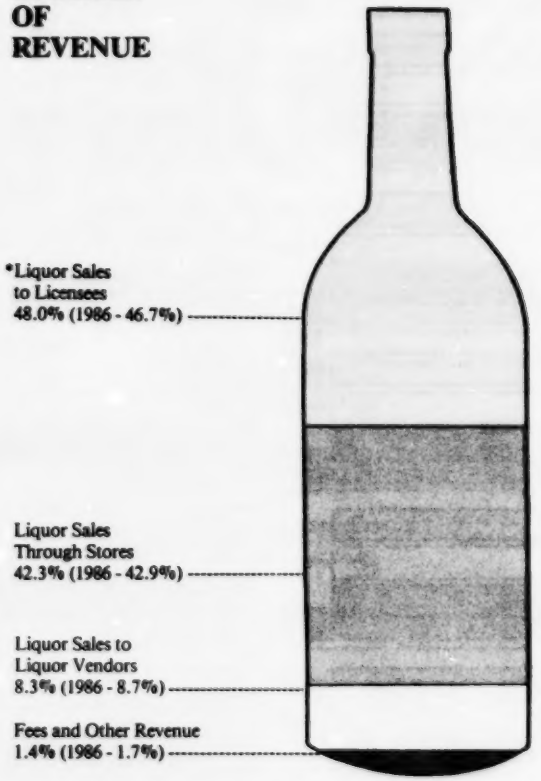
(000's of Litres)



Notes:
- The Manitoba population of 1,080,600 for fiscal 1987 was based on Statistics Canada's preliminary estimate of October 1, 1986.
- Cooler and Cider sales are included in Wine sales volumes.

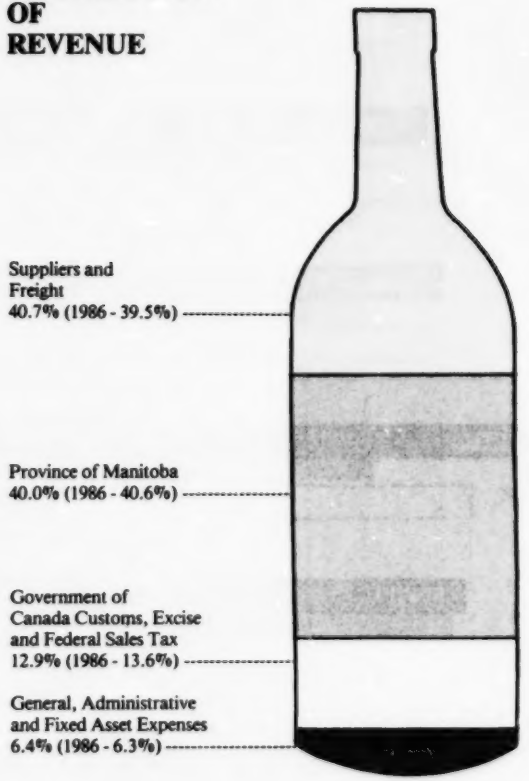
1987

SOURCES OF REVENUE


*Liquor Sales to Licensees 48.0% (1986 - 46.7%)
Liquor Sales Through Stores 42.3% (1986 - 42.9%)
Liquor Sales to Liquor Vendors 8.3% (1986 - 8.7%)
Fees and Other Revenue 1.4% (1986 - 1.7%)

*Liquor includes beer, wine, spirits, coolers and ciders.

DISTRIBUTION OF REVENUE


Suppliers and Freight 40.7% (1986 - 39.5%)
Province of Manitoba 40.0% (1986 - 40.6%)
Government of Canada Customs, Excise and Federal Sales Tax 12.9% (1986 - 13.6%)
General, Administrative and Fixed Asset Expenses 6.4% (1986 - 6.3%)

Manitoba

Provincial Auditor

THE LIQUOR CONTROL COMMISSION
REPORT OF THE PROVINCIAL AUDITOR'S OFFICE

We have examined the balance sheet of The Liquor Control Commission as at March 31, 1987 and the statements of profit and loss and cash flow and the schedule of sales, cost of sales and gross profit for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Commission as at March 31, 1987 and the results of its operations and its cash flow for the year then ended in accordance with accounting principles as disclosed in note 1 applied on a basis consistent with that of the preceding year.

F. H. Jackson, C.A.,
Provincial Auditor.

June 19, 1987,
Winnipeg, Manitoba.

GOVERNMENT OF THE PROVINCE OF MANITOBA
THE LIQUOR CONTROL COMMISSION

STATEMENT OF PROFIT AND LOSS
FOR THE YEAR ENDED MARCH 31, 1987
($000's)

	1987	1986
Sales:		
Stores and liquor vendors (Note 3)	$179,449	$177,030
Licensees	170,429	160,341
	349,878	337,371
Cost of Sales:		
Stores, liquor vendors, licensees	190,316	182,018
Gross profit	159,562	155,353
Other income (Note 4)	4,855	5,753
	164,417	161,106
General and Administrative Expenses:		
Salaries and benefits	13,703	13,429
Superannuation	1,003	900
Alterations, maintenance and repairs	364	407
Audit, legal and other professional fees	97	52
Cleaning and caretaking	463	425
Corporation capital tax	16	11
Delivery charges	1,018	1,041
Equipment rentals (Note 6)	316	313
Grants in lieu of taxes	477	468
Health and post secondary education tax levy	208	194
Informational programs	159	147
Insurance	13	15
Leased premises — rentals (Note 6)	1,832	1,698
Light, heat, power and water	422	413
Photo ID program	17	31
Printing, postage and stationery	273	298
Product analysis	345	83
Protective services	158	144
Staff training	66	48
Telephones	147	145
Travelling	201	194
Wrapping supplies	276	264
Miscellaneous	114	104
Board of Commissioners — salaries and expenses	57	55
Licensing Board — salaries and expenses	45	42
	21,790	20,921
Operating profit before fixed assets charged to operations	142,627	140,185
Fixed assets charged to operations (Notes 1 and 5)	765	761
Net profit paid or payable to the Province of Manitoba	$141,862	$139,424

GOVERNMENT OF THE PROVINCE OF MANITOBA
THE LIQUOR CONTROL COMMISSION

BALANCE SHEET
AS AT MARCH 31, 1987
($000's)

ASSETS

	1987	1986
Current Assets:		
Cash on hand and in banks	$ 4,138	$ 6,018
Accounts receivable — claims and other	187	231
Inventory (Note 2)	14,223	13,940
Prepaid expenses and supplies	412	265
	$18,960	$20,454

LIABILITIES

Current Liabilities:		
Net profit payable to the Province of Manitoba	$ 5,262	$ 5,224
Accounts payable — trade and other	7,523	8,740
Manitoba Retail Sales Tax payable	1,441	1,767
Deferred licence fees	234	223
	14,460	15,954
Non-interest bearing working capital advance provided by the Province of Manitoba	4,500	4,500
	$18,960	$20,454

APPROVED ON BEHALF OF THE COMMISSION:

Chairman

General Manager and
Chief Executive Officer

Assistant General Manager,
Finance and Administration

GOVERNMENT OF THE PROVINCE OF MANITOBA

THE LIQUOR CONTROL COMMISSION

SCHEDULE OF SALES, COST OF SALES AND GROSS PROFIT

FOR THE YEAR ENDED MARCH 31, 1987

($000's)

	Spirits	Wine	Beer	Total
Sales:				
Stores and liquor vendors	$129,914	$ 35,215	$ 14,320	$179,449
Licensees	23,009	8,555	138,865	170,429
Total Sales for 1987	$152,923	$ 43,770	$153,185	$349,878
Total Sales for 1986	$155,887	$ 40,830	$140,654	$337,371
Cost of Sales:				
Total Cost of Sales for 1987	$ 66,335	$ 22,799	$101,182	$190,316
Total Cost of Sales for 1986	$ 67,624	$ 21,334	$ 93,060	$182,018
Gross Profit for 1987	$ 86,588	$ 20,971	$ 52,003	$159,562
Gross Profit for 1986	$ 88,263	$ 19,496	$ 47,594	$155,353
Gross Profit as a Percentage of Sales for 1987	56.6	47.9	33.9	45.6
Gross Profit as a Percentage of Sales for 1986	56.6	47.7	33.8	46.0

GOVERNMENT OF THE PROVINCE OF MANITOBA

THE LIQUOR CONTROL COMMISSION

STATEMENT OF CASH FLOW

FOR THE YEAR ENDED MARCH 31, 1987

($000's)

	1987	1986
Cash Receipts:		
Sales — spirits, wine, beer	$349,878	$337,371
Annual and supplementary licence fees and other	5,166	5,811
Manitoba Retail Sales Tax	21,069	20,820
	376,113	364,002
Cash Disbursements:		
Purchases — merchandise, federal duty, excise and sales taxes, etc.	191,852	181,744
General and administrative expenses	22,163	20,800
Fixed assets charged to operations	759	754
Manitoba Retail Sales Tax	21,395	20,517
	236,169	223,815
Net cash available for transfer	139,944	140,187
Transfers to Minister of Finance:		
Current year profit	136,600	134,200
Prior year profit	5,224	3,472
	141,824	137,672
Excess of receipts over disbursements/transfers		$ 2,515
Excess of disbursements/transfers over receipts	$ 1,880	
Represented by increase in cash in bank:		
Cash on hand and in bank April 1	$ 6,018	$ 3,503
Add excess of receipts over disbursements/transfers		2,515
Less excess of disbursements/transfers over receipts	1,880	
Cash on hand and in bank March 31	$ 4,138	$ 6,018

GOVERNMENT OF THE PROVINCE OF MANITOBA
THE LIQUOR CONTROL COMMISSION

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 1987
($000's)

1. ACCOUNTING POLICIES

The Commission follows generally accepted accounting principles with the following modifications:

a. **Fixed Assets**

Fixed assets are charged to operations in the year acquired.

b. **Pensions**

In accordance with the provisions of the Manitoba Civil Service Superannuation Act, the Commission contributes 50% of the pension disbursements made to retired employees. Such payments are charged to operations as incurred and provision is not made in the accounts to fund current or past service obligations to the Superannuation fund. On the basis of an actuarial report, the unfunded liability for the Commission's employees amounted to $14,064 as at December 31, 1986 (1985 — $13,065).

2. INVENTORY AT COST

Inventory is composed of:

	1987	1986
In bond merchandise	$ 7,716	$ 7,782
Duty paid merchandise	6,507	6,158
	$ 14,223	$ 13,940

The amount of unpaid Customs, Excise duties and Sales tax on owned merchandise held in bond was approximately $4,428 at March 31, 1987 (1986 — $5,132).

3. SALES — STORES AND LIQUOR VENDORS

	1987	1986
Sales to liquor vendors	$ 31,713	$ 32,208
Volume discounts	(2,431)	(2,452)
	29,282	29,756
Store sales	150,167	147,274
	$179,449	$177,030

4. OTHER INCOME

	1987	1986
Supplementary licence fees:		
Licensees	$3,831	$4,038
Brewers	—	728
Miscellaneous	411	383
Occasional permits, etc.	345	340
Annual licence fees	248	244
Commission for collecting Manitoba Retail Sales Tax	2	2
Licence application fees	18	16
Disposal of fixed assets	—	2
	$4,855	$5,753

5. FIXED ASSETS

	1987	1986
Fixed assets charged to operations:		
Equipment and furnishings	$233	$337
Leasehold improvements	402	282
Land and buildings	—	16
Automobiles	46	74
Systems development	84	52
	$765	$761

6. LONG-TERM LEASES

a. The Commission leases its head office and 13 other buildings from the Government of the Province of Manitoba for the nominal sum of two dollars effective August 1, 1985, for a period of 99 years.

b. The Commission leases another 37 buildings. Leases have expiry dates ranging from 1988 to 2004.

The future minimum lease payments for each of the next five years are as follows:

Year Ending March 31	
1988	$1,278
1989	1,226
1990	1,132
1991	964
1992	883

c. The Commission leases Hewlett-Packard computer equipment. Leases on the Hewlett-Packard computer equipment have expiry dates ranging from 1988 to 1991.

The future minimum lease payments for each of the years to the expiry of the contracts are as follows:

Year Ending March 31	
1988	$194
1989	179
1990	124
1991	14

7. MANITOBA RETAIL SALES TAX

In addition to the net profit of $141,862, the Commission remitted Manitoba Retail Sales Tax of $21,395 (1986 — $20,517).

8. COMPARATIVE FIGURES

Prior year's comparative figures have been restated to conform to the classifications adopted for the fiscal year ended March 31, 1987.

APPENDIX I

LIQUOR STORES

Of the 49 Commission operated liquor stores, 44 **SELF-SERVE** stores were in operation at the following locations:

In the City of Winnipeg

St. James-Assiniboia - Charleswood

Unicity Mall, 3605 Portage Ave.
Portage & Ainslie
Madison Square
Charleswood, 4910 Roblin Boulevard

Winnipeg Centre

Hargrave & Ellice
Main & Market
Portage & Burnell

Winnipeg South

River & Osborne
*Grant Park Plaza Shopping Centre
Fort Garry, 1737 Pembina Highway

St. Boniface-St. Vital

Dominion Shopping Centre
St. Vital, 107 Niakwa Rd.
Dakota Park Plaza

North/West Kildonan

Main & Manitoba
Northgate Shopping Centre
Main & Jefferson
Tyndall Market Mall

East Kildonan

Regent Park Shopping Centre
Northdale Shopping Centre
Eastwinds Shopping Centre

Outside the City of Winnipeg

Beausejour
*Brandon, 10th & Victoria Avenue
Brandon, Brandon Shoppers Mall
Carman
Churchill
Dauphin
Flin Flon
Gimli
Lac du Bonnet
Melita
Minnedosa
Morden
Neepawa
Pine Falls
Portage La Prairie
Roblin
Russell
St. Pierre-Jolys
Selkirk
Souris
Swan River
The Pas
Thompson
Virden

5 CONVENTIONAL stores were in operation in the following rural locations:

Fisher Branch
Killarney
Morris
Rivers
Winnipegosis

*Contains Fine Wines Boutique

APPENDIX II

177 LIQUOR VENDORS (82 SELF-SERVE)

ALEXANDER ..... Klassen's Food Mart Ltd.
ALONSA ..... Fashoway Cafe & Confectionery
ALTONA ..... Altona Cleaners Ltd.
AMARANTH ..... Amaranth Trading Post
ANGUSVILLE ..... John's Hardware
ANOLA ..... Garven Foods Payfair No. 27
ARBORG ..... Arborg Pharmacy
ARGYLE ..... Brindley's General Store
ASHERN ..... Ashern Pharmacy
AUSTIN ..... Jones' Solo Store
BALDUR ..... Baldur Variety Store
BELMONT ..... Belmont Allied Hardware
BENITO ..... Demchuk's Drug Store Ltd.
BINSCARTH ..... J & J Grocery & Meats
BIRCH RIVER ..... Birch River Sporting Goods & Hardware
BIRD RIVER ..... Tall Timber Lodge
BIRDS HILL ..... Birds Hill Store
BIRTLE ..... Birtle Pharmacy
BISSETT ..... Bissett Variety Shop
BOISSEVAIN ..... Houston & Son Co. Ltd.
BRUXELLES ..... Marginet's Grocery & Hardware
CAMPERVILLE ..... Clarkson's Grocery Corporation
CARBERRY ..... Simmans' Groceries Ltd.
CARTWRIGHT ..... Cartwright Health Centre
CLANDEBOYE ..... Clandeboye Store
CRANBERRY PORTAGE ..... Streamer Hardware
CYPRESS RIVER ..... Anderson's Solo Store
DELORAINE ..... Bowler's Fashions for Men & Boys
DOMINION CITY ..... BJ's Variety Store
DUGALD ..... Dugald Convenience Store
DUNREA ..... Dunrea Lucky Dollar
ELGIN ..... R & G Repairs
ELIE ..... Elie Grocery Store
ELKHORN ..... D. G. Bartley Ltd.
ELM CREEK ..... Rose's Grocery
ELMA ..... Lycar Holdings Ltd.
ELPHINSTONE ..... Elphinstone Solo Store
EMERSON ..... Sawatzky Bros. Ltd.
ERICKSON ..... Earley's Pharmacy
ERIKSDALE ..... Lucky Dollar Foods
ETHELBERT ..... Lucky Dollar Economy Store
FALCON BEACH ..... Falcon Lake Drugs
FANNYSTELLE ..... Hamel's General Store
FRASERWOOD ..... Welchinski Esso Service
GARSON ..... Garson Grocery Ltd.
GILBERT PLAINS ..... Gilbert Plains Pharmacy
GILLAM ..... Chamdon Enterprises Ltd.
GLADSTONE ..... Boschman's Gladstone Pharmacy
GLENBORO ..... Glenboro Pharmacy
GLENELLA ..... Atkin's General Store
GLENORA ..... Glenora Hardware
GRAND MARAIS ..... Grand Marais Village Store
GRAND RAPIDS ..... Grand Rapids Esso Service
GRANDVIEW ..... Grand Plains Home Hardware
GREAT FALLS ..... Shindruk's Self Serve
GROSSE ISLE ..... L & J Supermart
GYPSUMVILLE ..... Gypsumville Supply
HADASHVILLE ..... Hadashville General Store
HAMIOTA ..... Hamiota Echo Publications Ltd.
HARTNEY ..... Hartney Variety Store
HAZELRIDGE ..... Hazelridge Foods
HODGSON ..... Skibinski's General Store
HOLLAND ..... Budz Home Hardware
ILE DES CHENES ..... Ile Des Chenes Shopping Centre
INGLIS ..... Inglis Locker Plant
INWOOD ..... J.O. Olsen & Son Ltd.
KELWOOD ..... Cadle's Solo Store
KENTON ..... Kenton Hardware
LA BROQUERIE ..... Chez Rene
LAKE METIGOSHE ..... Holiday Hills Grocery
LANGRUTH ..... Langruth Allied Hardware
LA SALLE ..... La Salle Store
LAURIER ..... D & L General Store
LEAF RAPIDS ..... Leaf Rapids Pharmacy
LETELLIER ..... Gallant's Lucky Dollar
LIBAU ..... Libau Trading Post Inc.
LORETTE ..... Chez Heather Shop
LUNDAR ..... Lundar Pharmacy Ltd.
LYNN LAKE ..... Clarke's Pharmacy
MacGREGOR ..... MacGregor Lo-Cost
MAFEKING ..... Doan's General Store
MANITOU ..... Langseth's Pharmacy Ltd.
MARIAPOLIS ..... Pouteau Solo
McAULEY ..... Bi-Rite Lucky Dollar
McCREARY ..... Reischek's Pharmacy
MEDORA ..... Medora Trading Ltd.
MIAMI ..... Westaway's Pharmacy
MINIOTA ..... Barrett's Store
MINITONAS ..... Sleziak Enterprises
MINTO ..... Community Market

MOOSEHORN ..... Moosehorn Supply
NARROWS ..... The Narrows General Store
NEWDALE ..... Baker's Hardware
NINETTE ..... Ninette Shopping Centre
NOTRE DAME DE LOURDES .... Notre Dame Shopping Centre
NOURSE ..... Mozil's Store
NUTIMIK ..... Nutimik Lodge
OAK LAKE ..... Valleyview Oak Lake Co-op
OAK RIVER ..... M. & L. Variety
OAKBANK ..... Family Fare
OAKBURN ..... Oakburn Tire Service
OAKVILLE ..... Nicol's General Store Ltd.
ONANOLE ..... Onanole Hardware
PIERSON ..... Phair's Hardware
PILOT MOUND .... Pilot Mound Lucky Dollar
PINAWA ..... The Bay
PINEIMUTA ..... Canadian Forces Station Gypsumville
PINE RIVER ..... Semeniuk's Groceteria
PINEY ..... BJ's General Store
PIPESTONE ..... Bob's Lucky Dollar
PLUMAS ..... Plumas Solo Store
POINTE DU BOIS ..... Pointe du Bois Supply Co. Ltd.
POPLAR POINT ..... Murray's General Store
POPLARFIELD ..... B & I Food Town
POPLARFIELD ..... Poplarfield Groceteria
RAPID CITY ..... Waldon Insurance Agencies
RATHWELL ..... Rathwell Solo & Hardware
RENNIE ..... Rennie Grocery & Hardware
RESTON ..... Reston Drugs
RICHER ..... Laurin Centre
RIDGEVILLE ..... Ridgeville Co-operative Community Club
RIVERTON ..... Thorarinson's General Store
ROLAND ..... Roland Foods Ltd.
RORKETON ..... Pulak's General Store
ROSSBURN ..... L.P.K. Enterprises
ST. ADOLPHE ... Village Groceries & Meats Inc.
ST. AMBROISE ..... St. Ambroise General Store
ST. CLAUDE ..... St. Claude Florist
ST. EUSTACHE ..... Allard R & L Store
ST. FRANCOIS XAVIER ..... Lakeview Country Store
ST. JEAN BAPTISTE .... Paul's Food Centre
ST. LAURENT ..... Chartrand's Grocery
ST. LAZARE ..... J.C. & O.J. Ltée.
ST. MALO ..... St. Malo Co-operative Ltd.
STE. AGATHE ..... Joe's Meats & Groceries
STE. ANNE ..... Ste. Anne Sundries
STE. ROSE DU LAC .. Ste. Rose Variety Shop
SANDY LAKE ..... Sandy Lake Hardware
SANFORD ... Sanford Lumber & Building Supplies
SARTO ..... Sarto General Store
SEDDONS CORNER ..... Len's Foods
SEVEN SISTERS ..... Genie's Gift & Novelties
SHILO ..... Crang's Grocery
SHILO (CFB) ..... BX Shopping Centre
SHOAL LAKE ..... Henderson's Pharmacy
SIFTON ..... Boguski Grocery
SNOW LAKE ..... The Bay
SOMERSET ..... Lachance Family Centre
SPERLING ..... Sperling Grocery
SPRAGUE ..... Carl's Solo Store
SPRINGFIELD ..... Garven Solo Store
STARBUCK ..... Starbuck Barber Shop
STEAD ..... Lesosky General Store
STONEWALL ..... Stonewall Pharmacy Ltd.
STONY MOUNTAIN ..... Mountainview General Store
STRATHCLAIR ..... Strathclair Consumers Co-op Ltd.
SUNDANCE ..... Sundance Shopping Centre
SUNDOWN ..... Eliuk's Solo Store
SWAN LAKE ..... Stevenson's Pharmacy Ltd.
TEULON ..... Duncan Pharmacy Ltd.
TOLSTOI ..... Hall's Val-U Foods
TRAVERSE BAY .... Traverse Bay Corner Store
TREHERNE ..... Pinder's Pharmacy
VASSAR ..... Cub's Groceries
VITA ..... Crossroads Confectionery
WABOWDEN ..... Lakeside Groceteria Ltd.
WANLESS ..... Forest Grove Meat & Grocery
WARREN ..... Pete's General Store
WASKADA ..... Griffith Agencies
WATERHEN ..... North Star Tourist Camp
WAWANESA ..... Wawanesa Allied Hardware
WESTBOURNE ..... West Lake Agencies
WEST HAWK LAKE ..... West Hawk Motel
WHITEMOUTH ..... Whitemouth Sundries
WINNIPEG BEACH .. McGregor's Drug Store Ltd.
WOODLANDS ..... Studler's General Store
WOODRIDGE ..... Woodridge General Store